

Message Text

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PAGE 01 JIDDA 07382 170943Z

12

ACTION NEA-10

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R 170845Z DEC 74

FM AMEMBASSY JIDDA

TO USDOC WASHDC

INFO SECSTATE WASHDC 9595

AMCONSUL DHAHRAN

UNCLAS JIDDA 7382

E.O.: 11652: N/A

TAGS: BEXP, SA

SUBJ: SPECIAL TRADE OPPORTUNITY: ELECTRONIC TELEX
EXCHANGES

REF : JIDDA 3809

1. MINISTRY OF COMMUNICATIONS HAS DECIDED TO EXPERIMENT WITH INTRODUCTION OF ELECTRONIC TELEX EXCHANGES. ACCORDING TO ABDUL AZIZ ZAIDAN, DIRECTOR OF BETA COMPANY, A LOCAL FIRM PROMINENT IN TELECOMMUNICATIONS WORK, MINISTRY HAS DECIDED TO INSTALL TWO EXCHANGES OF 1000 LINES EACH (ONE IN RIYADH AND ONE IN JIDDA) MANUFACTURED BY COMPETING COMPANIES. IDEA IS TO SIMULTANEOUSLY TEST ELECTRONIC EXCHANGES AND HAVE PRACTICAL COMPARISON OF COMPETING SYSTEMS IN THE EVENT MINISTRY DECIDES TO CONVERT ENTIRELY TO ELECTRONIC EXCHANGES.

2. ZAIDAN WISHES TO DEVELOP CONTACT WITH U.S. MANUFACTURERS TO COMPETE FOR THIS PROJECT. HE SPECIFICALLY MENTIONED FREDERICKS ELECTRONICS (FREDERICKS, MARYLAND) AND ASTRODATA (ANAHEIM, CALIFORNIA, 92803). THESE OR OTHER INTERESTED COMPANIES SHOULD CONTACT ABDUL AZIZ ZAIDAN, BETA CO., P.O. BOX 2011, JIDDA; CABLE BETANGCOM, PHONE 24444. PLEASE INFORM EMBASSY OF REACTION.

3. FYI: FREDERICKS HAS ALREADY DEVELOPED CONTACT WITH ANOTHER LOCAL COMPANY (SEE REFTTEL) AND PROABLY WILL
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NOT BE INTERESTED IN CONTACT WITH BETA, BUT SHOULD BE

INTERESTED IN THE MINISTRY'S DECISION IF THEY HAVE NOT
ALREADY HEARD ABOUT IT FROM THEIR LOCAL CONTACT.
AKINS

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